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Message Text

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ORIGIN COME-00

INFO OCT-01 AF-05 ISO-00 EB-05 RSC-01 /012 R

66618
DRAFTED BY COM: GEORGE RUFFNER
APPROVED BY EB/OCA/REP:GPWILSON
OED/BIC/DEPD ROBERT L PRITCHARD/JOSEPH A MILLER
---------- 118360
R 302117Z APR 74
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS

UNCLAS STATE 088360

E.O. 11652: N/A
TAGS: BTRA, NI
SUBJ: FOREIGN BUYER PROGRAM: VISIT OF MR. KOIKI OF NEW NIGERIA SALT CO., LTD.

REF: LAGOS 3366

1. WILLIAM DICKENSON OF NATIONAL SALT INSTITUTE, 206 NORTH WASHINGTON STREET, ALEXANDRIA, VA., 22314 (PHONE 703-549-4648) SUGGESTED SIX FIRMS WHICH MIGHT BE ABLE SUPPLY SALT.

2. HOWEVER, WHEN CONTACTED ONLY TWO OF THESE SIX MAJOR SALT COMPANIES SAID CAN SUPPLY AMOUNT OF SALT NEEDED BY KOIKI. TWO COMPANIES ARE MORTON SALT AND INTERNATIONAL SALT.

3. KLINE WEATHERFORD, PRESIDENT, MORTON SALT CO., 110 NORTH WACKER DRIVE, CHICAGO, ILLINOIS 60606 (PHONE 312-621-5200) KNEW OF KOIKI'S SALT NEEDS AND SAID MORTON'S NEW YORK SUBSIDIARY HANDLING THIS PROPOSAL. MORTON WILL CONTACT KOIKI. WEATHERFORD SAID MORTON INTERESTED. WEATHERFORD WILLING MEET KOIKI IN CHICAGO TO DISCUSS PROPOSAL IF KOIKI DESIRES.
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RM NEIL CORBETT OF INTERNATIONAL SALT SAID THEY ARE INTERESTED IN PROPOSAL. SUGGEST KOIKI CONTACT CORBETT DIRECTLY; NEIL CORBETT, VICE PRESIDENT, SALES, INTERNATIONAL SALT CO., CLARK SUMMIT, PA. 18411, PHONE 717-587-5131.

5. FOUR FIRMS WHICH COULD NOT SUPPLY NEEDS ARE DIAMOND CRYSTAL SALT, WATKINS SALT, MICHIGAN CHEMICAL, AND CARGILL. ALL SAID UNABLE TO SUPPLY AMOUNT REQUESTED BY KOIKI.

6. USDOC PROJECT OFFICER FOR KOIKI VISIT GEORGE RUFFNER, U.S. DEPARTMENT OF COMMERCE, BIC/OED, ROOM 2322, WASHINGTON, D.C. 20230, PHONE: 202-967-3265. RUSH

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